

Message Text

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PAGE 01 BONN 01299 01 OF 02 211728Z
ACTION EUR-12

INFO OCT-01 EA-07 ISO-00 AID-05 CIAE-00 COME-00 EB-08
FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03
SP-02 CIEP-01 LAB-04 SIL-01 OMB-01 NSC-05 SS-15
STR-04 CEA-01 FEAE-00 DODE-00 PM-04 AGRE-00 PRS-01
/093 W

-----211754Z 130277 /47

R 211718Z JAN 77
FM AMEMBASSY BONN
TO SECSTATE WASHDC 4943
INFO AMEMBASSY BANGKOK
AMEMBASSY TOKYO
AMCONSUL HONG KONG

C O N F I D E N T I A L SECTION 01 OF 02 BONN 01299

E.O. 11652: GDS
TAGS: EEWT, GW, VN, VS
SUBJECT: GERMAN-VIETNAMESE ECONOMIC RELATIONS

1. BEGIN SUMMARY: TWO-MAN VIETNAMESE ECONOMIC DELEGATION VISITED GERMANY SECOND WEEK OF JANUARY, HOLDING DISCUSSIONS WITH DEP. ASST. SECRETARY IN ECONMIN AND WITH SEVERAL GERMAN FIRMS. PURPOSE OF VISIT WAS APPARENTLY TO EXPLORE POSSIBILITIES FOR VIETNAMESE PURCHASES OF OIL DRILLING AND PRODUCTION EQUIPMENT. END SUMMARY.

2. ECONMIN OFFICIAL HAS BRIEFED EMBOFF ON VISIT OF SMALL VIETNAMESE ECONOMIC DELEGATION. DELEGATION CONSISTED OF SECRETARY GENERAL FOR MINISTRY FOR OIL AND GAS, LE QUOC TUAN, AND HIS DEPUTY. BOTH CARRIED ENGLISH BUSINESS CARDS WHICH LISTED THEM AS REPRESENTATIVES OF THE VIETNAMESE GAS AND OIL AUTHORITY. THE DELEGATION MADE CONTACT WITH THE ECONMIN AFTER THEIR ARRIVAL IN GERMANY AND WERE RECEIVED ON SHORT NOTICE
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PAGE 02 BONN 01299 01 OF 02 211728Z

BY DEP. ASST. SECRETARY SCHUESSLER, DIRECTOR OF BUREAU FOR BILATERAL ECONOMIC COOPERATION.

3. ACCORDING TO OUR SOURCE, TALKS WERE ONLY EXPLORATORY AND THE VIETNAMESE SEEMED PRIMARILY CONCERNED WITH CREATING A FAVORABLE IMPRESSION. THEY EMPHASIZED THE WILLINGNESS OF THEIR GOVERNMENT TO EXPAND ECONOMIC

RELATIONS WITH THE FRG BUT DID NOT SUGGEST ANY SPECIFIC WAYS IN WHICH THIS COULD BE DONE. TUAN TOLD THE GERMANS THAT VIETNAM IS ESPECIALLY INTERESTED IN DEVELOPING ITS AGRICULTURAL SECTOR AND SUPPORT INDUSTRIES SUCH AS FERTILIZER. THE GERMAN SIDE DID MOST OF THE LISTENING AND MADE NO OVERTURES OR COMMITMENTS TO THE VIETNAMESE. OUR SOURCE SPECULATES THAT THE VIETNAMESE MAY BE HAVING DIFFICULTY OBTAINING ADDITIONAL GRANTS FROM THE USSR AND ARE NOW ATTEMPTING TO EXPAND THEIR CONTACT WITH THE WEST IN ORDER TO BROADEN THEIR SOURCES OF FINANCE. ECONMIN OFFICIALS WERE IMPRESSED BY THE PRAGMATIC APPROACH TAKEN BY THE VIETNAMESE BOTH TOWARDS RELATIONS WITH THE WEST AND WITH RESPECT TO VIETNAMESE DOMESTIC ECONOMIC NEEDS. THE "HARD-LINE" RHETORIC WHICH THE GERMANS ARE USED TO HEARING FROM THEIR EASTERN EUROPEAN COLLEAGUES WAS NOTICEABLY ABSENT.

4. VIETNAMESE CONTACTS WITH GERMANY INDUSTRY INCLUDED VISITS TO HOECHST AND UHDE AND TO UNNAMED OIL DRILLING EQUIPMENT COMPANIES. HOECHST HAS A PLANT IN SAIGON WHICH THE VIETNAMESE ARE NOW APPARENTLY OPERATING AND OUR SOURCE SPECULATES THAT THE VIETNAMESE ARE INTERESTED IN WORKING OUT AN ARRANGEMENT FOR COMPENSATION TO HOECHST IN RETURN FOR FURTHER HOECHST INVESTMENT IN VIETNAM. THE VIETNAMESE TALKED TO UDHE ABOUT CONSTRUCTION OF A FERTIIIZER PLANT. LONE NEWSPAPER ARTICLE ON VISIT POINTS TO OTHER DISCUSSIONS WITH GERMAN INDUSTRY ON CONSTRUCTION OF A PETRO-CHEMICAL

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PAGE 03 BONN 01299 01 OF 02 211728Z

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PAGE 01 BONN 01299 02 OF 02 211728Z

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C O N F I D E N T I A L SECTION 02 OF 02 BONN 01299

COMPLEX AND ON ECONOMIC COOPERATION IN METALLURGY,
GAS TURBINES, SHIPS, TRANSPORT VEHICLES AND OIL
REFINERIES.

5. IN RESPONSE TO EMBOFF QUESTION, ECONMIN SOURCE
STATED THAT NO PROGRESS CAN BE EXPECTED IN THE NEAR
FUTURE IN GOVERNMENT-TO-GOVERNMENT RELATIONS. THE
FRG PROVIDED LARGE SUMS IN CAPITAL ASSISTANCE TO
SOUTH VIETNAM AND THE QUESTION OF THEIR REPAYMENT MUST
NOW BE DISCUSSED. MOREOVER, THE FRG COMMITTED ITSELF,
AT THE TIME OF THE PARIS AGREEMENT, TO PROVIDE DM 40
MILLION IN CAPITAL ASSISTANCE TO NORTH VIETNAM AND TO
SOUTH VIETNAM. THIS MONEY HAS NEVER BEEN PROVIDED,
BUT REMAINS ON THE BOOKS. FRG INTENDS TO TIE DIS-
BURSEMENT OF THESE FUNDS TO SETTLEMENT OF OUTSTANDING
EXPROPRIATION CLAIMS AND VIETNAMESE AGREEMENT TO ACCEPT
RESPONSIBILITY FOR CAPITAL ASSISTANCE DEBTS OF FORMER
SOUTH VIETNAM GOVERNMENT. SPEAKING TO OVERALL FRG/
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PAGE 02 BONN 01299 02 OF 02 211728Z

VIETNAMESE ECONOMIC RELATIONS, OUR SOURCE STATED THAT
THE FRG DOES NOT WANT TO BE COMPLETELY PASSIVE IN TAKING
UP ECONOMIC RELATIONS ON A GOVERNMENT-TO-GOVERNMENT
BASIS, BUT AT THE SAME TIME THE FRG HAS NO INTEREST
IN TAKING ANY INITIATIVES TO SPEED UP THE PROCESS.
OUR SOURCE STATED THAT THE FRG, FOR THE TIME BEING,
WILL WATCH FOR ANY U.S. MOVES IN THIS AREA.
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